SIS101S1 - M01 MASTER LIST Account Selection Menu 06/25/97 09:04 AM

Enter a Value for each option you wish to select by.

Account Number _____ Sales Level 16XXXX Sales-Retail-PT<?> _
Account Name _____ Chain-ID 0000 00 00
Zip Code _____ Phone number ___ ___ ____ Account Group ___
Acct Type (R,D,I) r Segment<?> xx (XX=ALL) Tax Jurisdiction ___ ___
State __ County Code<?> ___ Property Tax _____
Wholesaler Number xxxxxx Type v (P=Primary S=Secondary V=VAP D=DPC W=WAM)

---------- Function Menu ----------

_ M10 SELECT by Contract	_ M20 SELECT by city
_ M11 SELECT by Accounts Contacted	x M21 SELECT by Segment
x M12 SELECT by Merchandiser	_ M71 Manpower Analysis
_ M13 SELECT by Brand Inventory	_ M80 SELECT by Local Ind/Acct Mkt
_ M14 SELECT by Call Classification	
_ M16 SELECT by Account Marketing	
x M17 SELECT by Volume	

(A)dd selection (I)ntersect selection (U)se previous selection: N
Current Selection Count: 1419
Command: _____ Next Function<?>: ___
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
MENU HELP MAIN LGOFF

6-25-97

Selection Criteria For Independant Accounts For Salem Tear Tape Promotion

Screen for Volume (SIS) Not attached

75 → 9999

WAVE II

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Source: https://www.industrydocuments.ucsf.edu/docs/xxnn0000

SIS M12S1 - M12 MASTER LIST SELECTION BY MERCHANDISERS 06/25/97 08:56 AM

CURRENT COUNT: 2073

WITH MERCHANDISER x WITHOUT MERCHANDISER

_ 1 RJR FPD PARITY	_ 2 RJR FP DISPLAY	_ 1 RJR FPD DISADV
x RJR LOCKOUT	_ RJR NON PD FPD	_ RJR NON PD SD
_ PM MASTERS	x PM EXCLUSIVE	_ BW PERFORM PLUS
_ LOR PERM DISP	_ NO PROMOTION	_ NO MERCHANDISER

NEXT FUNCTION<?>: M21

PLACE AN X NEXT TO EACH MERCHANDISER TYPE YOU WISH TO CHOOSE.

PF1 - ACCOUNT SELECTION MENU PF3 - QUIT (GO TO NEXT FUNCTION)

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Source: https://www.industrydocuments.ucsf.edu/docs/xxnn0000

```
SISM21S1 - M21      MASTER LIST SELECTION BY SEGMENT          06/25/97  08:56 AM
  X with Segment     _ without Segment                  CURRENT COUNT:    2043

enter 'X' beside  each Segment to select it                              65
    S BORDER INTER    _ C BROKER          _ P CONVENIENCE     _ S CIGARETTE ST
_   S CIGARETTE OU    _ P CONVENIENCE     _ C CHAIN WAREHO    _ C DISCOUNT DRU
_   C DUTY FREE       _ P DRUG STORE      _ P DRUG STORE      _ P GAS KIOSK
_   P GAS STATION     _ P RETAIL INSTI    _ C INSTITUTION     _ P LIQUOR STORE
_   P LIQUOR STORE    _ C MEMBERSHIP C    _ C MEMBERSHIP C    _ C MILITARY
_   C MILITARY        _ C MASS MERCHAN    _ C MASS MERCHAN    _ P NON FIELD VE
_   C OFFICE          _ P OTHER           _ S RESERVATION     _ C SUPER CENTER
_   P SMALL FOOD      _ C SUPER MARKET    _ C SUPER CENTER    _ C SUPER MARKET
_   P TOBACCO NEWS    _ C TOBACCO DIST    _ P TRAVEL GIFT     _ P TOBACCO NEWS
_   P VENDOR          _ C WHOLSESALE G    _ C CANDY/TOBACC    _ C SUPERMARKET
_   C DRUG CHAIN      _ C CONVENIENCE     _ C MASS MERCHAN    _ C SERVICE STAT
_   C VENDOR          _ C WHOLESALE GR    _ C GROCERY COOP    _ C ARMY/AIR F.
_   C NAVY EXCHANG    _ C MARINE EXCHA    _ C COAST GUARD     _ C VET. CANTEEN
_   C NAVY COMMISS    _ C SERVICE CLUB    _ C ARMY COMMISS    _ C AIR FORCE CO
_   C MILITARY MIS    _ C MILITARY SEA    _ C COMMERICAL S    _ C STATE INST.
 Account type   X Retail              Direct              Indirect
 Outlet type      Carton   X Pack     Cigarette (CO)      NEXT FUNCTION<?>: M03
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
      MENU  HELP  QUIT                    PAGE- PAGE+             VIEW  LGOFF
```

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Source: https://www.industrydocuments.ucsf.edu/docs/xxnn0000

```
SISM21S1 - M21      MASTER LIST SELECTION BY SEGMENT        06/25/97  08:57 AM
  X with Segment     _ without Segment                   CURRENT COUNT:    2043

enter 'X' beside  each Segment to select it                          10
 x  P CONVENIENCE      _  P DRUG STORE     x  P GAS KIOSK      x  P GAS STATION
 _  P RETAIL INSTI     _  P LIQUOR STORE   _  P OTHER          _  P SMALL FOOD
 _  P TOBACCO NEWS     _  P TRAVEL GIFT

 Account type   X Retail              _ Direct            _ Indirect
 Outlet type     _ Carton    X Pack    _ Cigarette (CO)      NEXT FUNCTION<?>: M03
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
     MENU  HELP  QUIT                    PAGE- PAGE+             VIEW  LGOFF
```

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Source: https://www.industrydocuments.ucsf.edu/docs/xxnn0000

```
SISM74UN - M74        MASTER LIST DOWNLOAD                    06/25/97  08:57:52
  1419 ACCOUNTS SELECTED            'X' TO SELECT DATA ITEMS TO DOWNLOAD
!!!!!!!! WARNING: THE MAXIMUM NUMBER OF COLUMNS IN SELECTION IS 125  !!!!!!!!
                  STANDARD     MAILING     CHAIN/PAYMENT    OTHER
  TERR            x ACCT #
  ROUTE           x NAME       _ NAME      _ CHAIN ID       _ TYPE
  LAST CALL       _ STORE #    _ ADDR1     _ CORP FLAG      _ SEGMENT
  CLASS/FREQ      x ADDR1      _ ADDR2     _ TAX ID         _ GROUP SEQ
                  _ ADDR2      _ CITY      _ PAY TYPE       _ DATE ACCT ADDED
                  x CITY       _ STATE                      _ INVENTORY DATE
                  x STATE      _ ZIP                        _ COUNTY CODE
                  x ZIP                                     _ TAX JURISDCTN
                  _ PHONE

                  WHOLESALER INFO       CARTON VOLUME INFO  ADDITIONAL INFO
                  _ PRI WHOLESALER       x IND WEEKLY       _ BRAND INVENTORY
                  _ SEC WHOLESALER       _ RJR WEEKLY       _ MERCHANDISERS
                  x VAP WHOLESALER       _ AIM RJR WEEKLY   _ CONTRACT UNITS
                  x VAP SUPPLIER         _ AIM IND WEEKLY   _ ACCOUNT MKTG
                  _ DPC WHOLESALER                          _ ACCOUNT GROUP
                  _ DPC SUPPLIER
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
     MENU  HELP  MAIN                                                    LGOFF
```

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Source: https://www.industrydocuments.ucsf.edu/docs/xxnn0000

SISM74UN - M74 MASTER LIST DOWNLOAD 06/25/97 08:57:52
1419 ACCOUNTS SELECTED 'X' TO SELECT DATA ITEMS TO DOWNLOAD

TERRITORY/ROUTE/CALL DATE/CLASS-FREQ

x SR TERR	_ SR ROUTE	x SR CLASS FREQ	_ SR CALL-DATE
RR TERR	_ RR ROUTE	RR CLASS-FREQ	_ RR CALL-DATE
_ PT TERR1	_ PT ROUTE1	_ PT CLASS-FREQ1	_ PT CALL-DATE1
_ PT TERR2	_ PT ROUTE2	_ PT CLASS-FREQ2	_ PT CALL-DATE2
_ PT TERR3	_ PT ROUTE3	_ PT CLASS-FREQ3	_ PT CALL-DATE3

PF1 = MASTER LIST DOWNLOAD MENU PF2 = NEXT SELECTION WINDOW

x VAP SUPPLIER	_ AIM IND WEEKLY	_ ACCOUNT MKTG
_ DPC WHOLESALER		_ ACCOUNT GROUP
_ DPC SUPPLIER		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
MENU HELP MAIN LGOFF

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Source: https://www.industrydocuments.ucsf.edu/docs/xxnn0000